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BCMB1 Trust
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UNITED STATES BANKRUPTCY COURT
DISTRICT OF NEW JERSEY

IN RE:

Barbara A. Zacco-Varvaro

Debtors

X
:
: CASE NO.: 20-16985
:
: CHAPTER: 13
:
: HON. JUDGE.:
: Jerrold N. Poslusny Jr.
:
: HEARING DATE:
: August 19, 2020 at 10:00 AM
:
:
X

NOTICE OF OBJECTION TO CONFIRMATION OF PLAN

PLEASE TAKE NOTICE that SN Servicing Corporation as Servicer for BCMB1 Trust (“Secured Creditor”), the holder of a mortgage on real property of the debtor(s), located at 401 Winslow Avenue, Cape May, NJ 08204, by and through its undersigned attorneys, hereby objects to the confirmation of the Chapter 13 Plan on grounds including:

1. Debtor(s) plan fails to provide for the claim of Secured Creditor. The objecting creditor is due arrears which will be set forth in a Proof of Claim to be filed prior to the bar date.
2. Debtor(s) seeks to modify the rights of Secured Creditor, which is the holder of a claim secured only by a security interest in real property that is the principal residence of the debtor(s).

3. Debtor(s) proposed plan seeks to cramdown Secured Creditor's claim. The Debtor(s) cannot attempt to cramdown Secured Creditor's claim through Debtor(s) plan. The Debtor(s) must file a motion to cramdown a secured claim. As the Debtor(s) have filed to file a motion, confirmation of Debtor(s) plan should be denied.
4. Secured Creditor further objects to confirmation of this proposed plan as Secured Creditor believes that the value of the property is higher than the amount owed on the first lien. On March 11, 2020, Secured Creditor conducted an interior appraisal of the Property showing a value of \$205,593.00. It is the belief of the Secured Creditor that the first lienholder is owed approximately \$140,000.00 leaving sufficient equity for Secured Creditor's lien. Therefore, confirmation of the proposed plan must be denied. A copy of the appraisal is attached hereto as **Exhibit A**.
5. Debtor(s) proposed plan fails to comply with the requirements of the Bankruptcy Code and is not proposed in good faith.
6. Debtor(s) proposed plan does not provide that Secured Creditor retain its lien.
7. Debtor(s) proposed plan is not feasible.
8. Debtor(s) proposed plan fails to comply with other applicable provisions of Title 11.

In the event any portion of the claim is deemed to be an unsecured claim as defined by the Code, objection is hereby made pursuant to 11 U.S.C. 1325(a)(4) and 1325(b), et seq. unless the plan provides for full payment of the claim.

Dated: New York, NY
June 8, 2020

By: /s/ Jonathan Schwalb
Jonathan Schwalb, Esq.
FRIEDMAN VARTOLO LLP
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for BCMB1 Trust
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EXHIBIT A

AVE Result

AL: 20-16985-JNP	\$205,593	Q1 2020
Date:	03/11/2020	Vendor Id:
Loan No.:		Invoice Id:

Subject Property Address	
401 WINSLOW AVE, LOWER TOWNSHIP, NJ, 08204	
Is this property currently Listed?	No
If yes, what is the current list price?	N/A
Current DOM?	N/A
Previous list price?	N/A
Previous list date?	N/A
Previous sold price?	N/A
Previous sale date?	N/A

DEPRESSED MARKET GRID						
	Listings	Listings %	Pending	Pending %	Solds	Solds %
Retail:	30	90.91	12	80	77	82.8
Short Sale:	0	0	0	0	1	1.08
REO:	3	9.09	3	20	15	16.13

MARKET DATA					
	Days:	0 - 90	91 - 180	181 - 270	271 - 365
Total # of Sales (Solds):	21	24	27	21	
Absorption Rate (Sales per Month):	7.00	8.00	9.00	7.00	
Inventory (Listing and Pending):	48	48	48	48	
Months Supply:	6.86	6.00	5.33	6.86	

	ACTIVE		SOLD		
	Active	Pending	0 - 90 Days	91 - 180 Days	181 - 365 Days
Low:	\$139,900	\$210,000	\$117,700	\$136,000	\$123,800
High:	\$635,000	\$499,999	\$789,000	\$901,000	\$635,000
Median:	\$289,000	\$307,000	\$240,000	\$250,500	\$225,000
Average:	\$307,727	\$339,289	\$297,334	\$296,133	\$252,228
Median DOM:	40	21	55	55	28

MARKET ANALYSIS	
Current Active	33
Listing:	
Current Pending (UC):	15

Portfolio History		
Date	Product	As Is Sale Price

SOLD	401 WINSLOW AVE LOWER TOWNSHIP 08204 2								
	Subject Street Address			City			Zip		Bed
	401 WINSLOW AVE			LOWER TOWNSHIP			08204		2
	#	Street Address	City	Zip	Bed	Bath	Sq.Ft.	Units	Garage
	#1	114 Leaming Avenue	North Cape May	08204	2	1.00	640	1	1.00
#2	717 Eldredge Avenue	North Cape May	08204	2	1.00	910	1	0.00	
#3	107 Beachhurst Drive	North Cape May	08204	2	1.00	943	1	1.00	

Exception							
Reason Code:							
Exception Comments:							
Summary Comments:							

Order ID: [REDACTED]

Retail Market: 82.80 %

Distressed Market: 17.20 %

Quick Sale Price: \$0

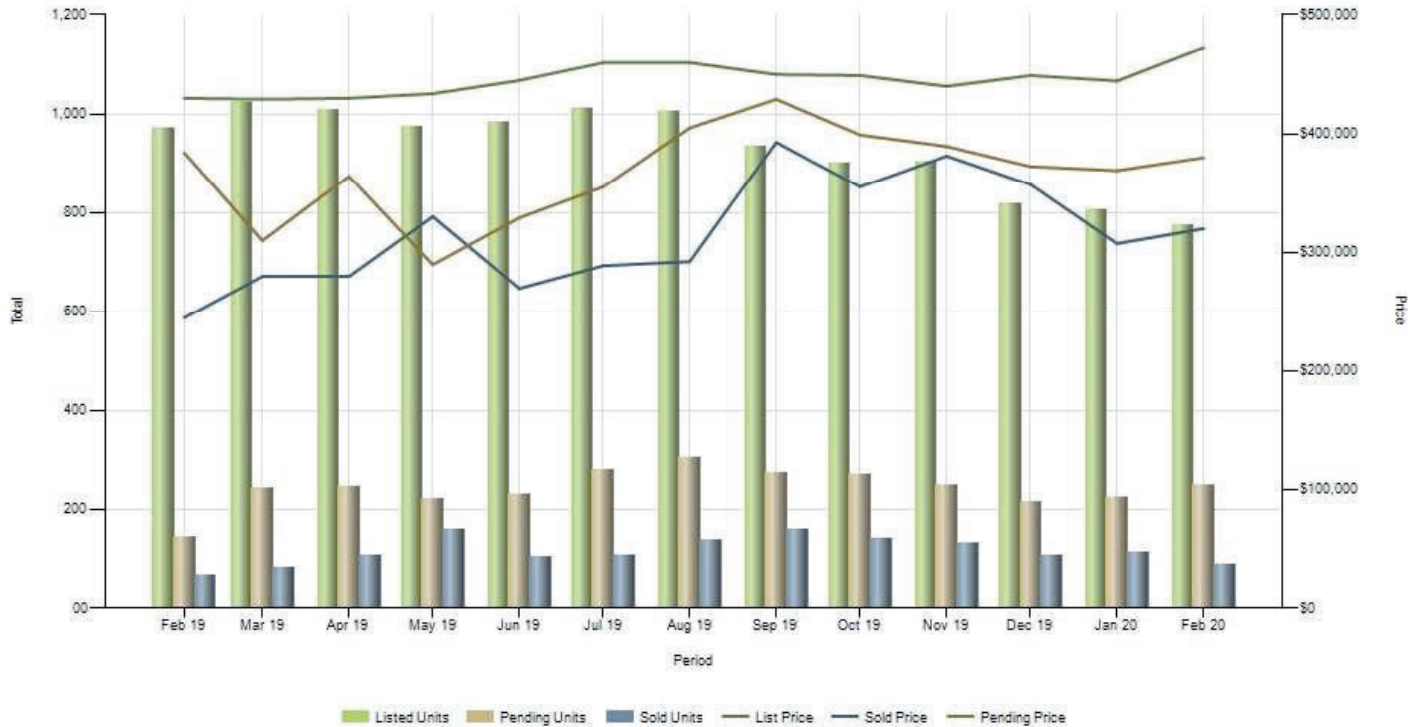
As Is Sale Price: \$205,593



Supply and Demand in Cape May County

Trending Data	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20
# Listed Units	970	1,024	1,009	973	984	1,011	1,005	934	901	905	819	806
# Pending Units	144	244	248	221	231	282	304	274	270	250	216	226
# Sold Units	66	83	109	160	106	110	140	160	143	132	109	114
M d i a n												
List Price	\$429,900	\$429,000	\$429,900	\$433,750	\$444,900	\$459,752	\$459,900	\$449,900	\$449,000	\$439,900	\$449,000	\$444,450
Pending Price	\$384,000	\$310,000	\$363,950	\$289,900	\$329,000	\$354,900	\$404,949	\$429,000	\$399,000	\$389,356	\$372,400	\$369,000
Sold Price	\$245,000	\$280,000	\$280,000	\$330,000	\$270,000	\$288,950	\$292,500	\$392,750	\$355,000	\$381,250	\$357,000	\$307,500
Listed DOM	141	132	95	91	96	96	99	96	99	102	113	115
Sold DOM	161	156	133	109	93	105	104	121	106	110	115	132
% Original List to Sales	91.76 %	93.36 %	97.22 %	96.36 %	92.80 %	96.33 %	95.14 %	94.65 %	90.56 %	96.15 %	96.51 %	91.53 %
% Last List to Sales	98.04 %	96.89 %	97.22 %	97.09 %	95.59 %	96.38 %	97.57 %	96.38 %	91.05 %	101.01 %	96.51 %	95.36 %

Supply and Demand in Cape May County



Listed by Comp Type

Trending Data	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20
# Retail Units	824	800	805	729	733	711
# REO Units	95	85	84	74	63	56
# Short Sale Units	15	16	16	16	10	9
M d i a n						
Retail Listed	\$540,000	\$525,000	\$519,000	\$525,000	\$499,000	\$529,900
REO Listed	\$210,900	\$199,950	\$199,700	\$165,575	\$173,000	\$185,950
SS Listed	\$195,000	\$259,900	\$249,900	\$254,900	\$254,900	\$259,900
Retail DOM	98	98	105	116	116	123
REO DOM	77	97	91	84	99	114
SS DOM	130	152	87	118	103	92

Sold by Comp Type

Trending Data	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20
# Retail Units	144	123	115	91	95	77
# REO Units	15	19	16	17	13	10
# Short Sale Units	1	1	1	1	6	2
M d i a n						
Retail Sales	\$432,500	\$460,000	\$435,000	\$390,000	\$359,000	\$380,000
REO Sales	\$180,000	\$235,000	\$159,000	\$190,000	\$110,000	\$182,500
SS Sales	\$200,000	\$157,000	\$185,000	\$135,000	\$225,645	\$144,750
Retail DOM	121	111	108	132	132	133
REO DOM	102	77	118	101	105	99
SS DOM	222	337	459	37	201	193

Listed



Sold



Order ID: [REDACTED]

Retail Market: 82.80 %

Distressed Market: 17.20 %

Quick Sale Price: \$0

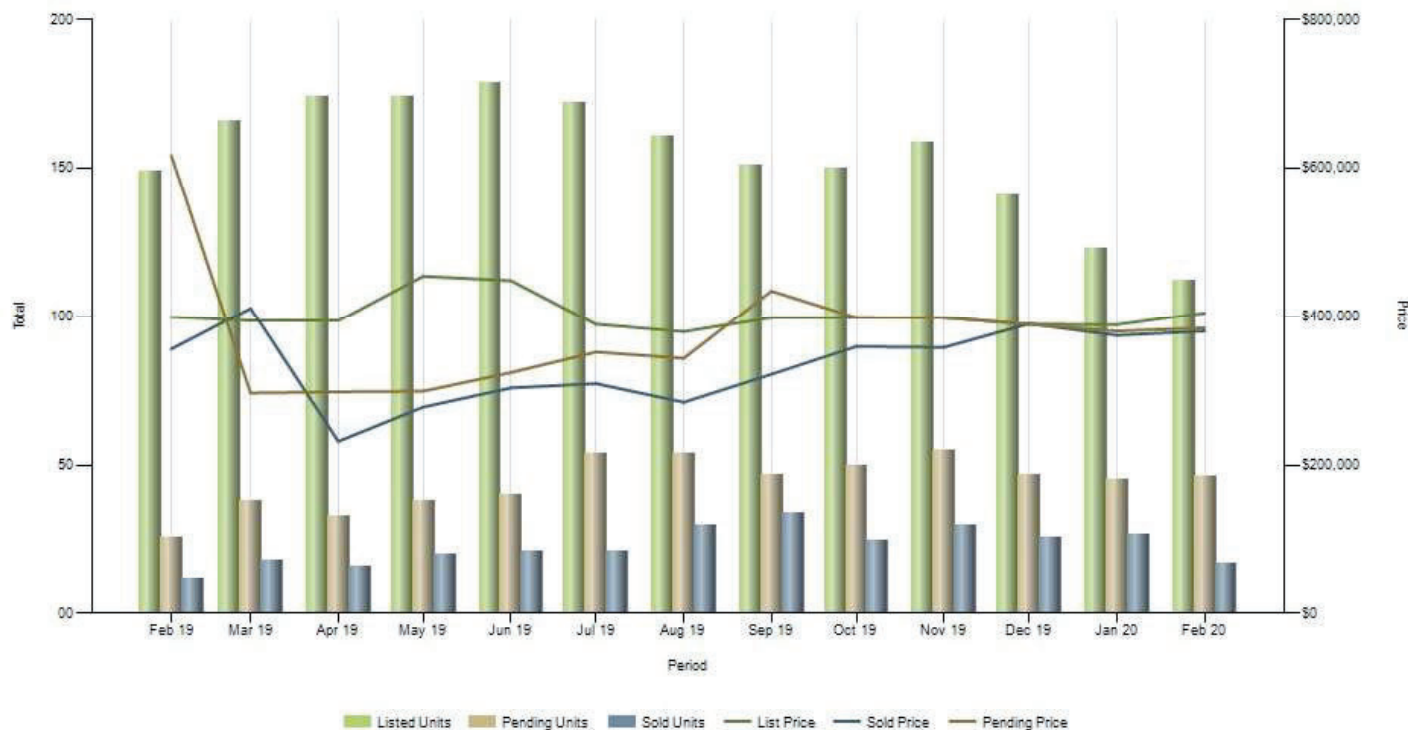
As Is Sale Price: \$205,593



Supply and Demand in Zip code 08204

Trending Data		Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20
#	Listed Units	149	166	174	174	179	172	161	151	150	159	141	123
	Pending Units	26	38	33	38	40	54	54	47	50	55	47	45
	Sold Units	12	18	16	20	21	21	30	34	25	30	26	27
Median	List Price	\$399,900	\$394,900	\$394,900	\$454,900	\$449,000	\$389,900	\$379,900	\$398,900	\$399,000	\$398,900	\$389,900	\$389,356
	Pending Price	\$617,500	\$297,450	\$299,000	\$299,850	\$324,900	\$352,450	\$344,000	\$435,000	\$399,499	\$398,900	\$389,900	\$380,551
	Sold Price	\$356,500	\$411,750	\$232,500	\$278,500	\$304,225	\$310,000	\$284,950	\$322,550	\$359,900	\$358,750	\$390,500	\$375,000
	Listed DOM	147	98	63	80	100	104	106	112	105	97	102	115
	Sold DOM	174	190	148	110	78	107	132	111	116	100	90	132
%	Original List to Sales	96.38 %	88.08 %	96.09 %	93.61 %	95.37 %	96.91 %	95.02 %	101.75 %	82.75 %	91.53 %	93.10 %	94.94 %
	Last List to Sales	96.38 %	88.08 %	98.33 %	93.63 %	95.37 %	96.91 %	97.65 %	101.75 %	92.31 %	96.32 %	97.88 %	96.18 %

Supply and Demand in Zip: 08204



Listed by Comp Type

Trending Data		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20
#	Retail Units	144	139	147	130	115	104
	REO Units	6	10	10	9	7	7
	Short Sale Units	1	1	2	2	1	1
Median	Retail Listed	\$399,499	\$407,449	\$414,900	\$411,000	\$399,478	\$419,587
	REO Listed	\$222,400	\$194,700	\$227,200	\$199,500	\$254,900	\$259,900
	SS Listed	\$165,000	\$369,900	\$309,900	\$309,900	\$249,900	\$249,900
	Retail DOM	112	107	100	114	116	128
	REO DOM	153	85	74	75	106	135
	SS DOM	336	11	28	59	78	107

Sold by Comp Type

Trending Data		Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20
#	Retail Units	32	23	27	24	23	16
	REO Units	2	1	3	2	3	1
	Short Sale Units	1	1	1	1	1	1
Median	Retail Sales	\$322,550	\$530,000	\$385,000	\$441,500	\$435,000	\$390,548
	REO Sales	\$280,000	\$351,000	\$136,000	\$245,000	\$117,700	\$116,957
	SS Sales		\$157,000			\$327,156	
	Retail DOM	111	116	102	90	193	107
	REO DOM	226	235	60	90	105	81
	SS DOM	0	337	0	0	89	0

Listed



Sold



LISTING HISTORY									
MLS Name	Listing Number	List Date	Status	List Price	Chg Date	COE Date	Sold Price	Sale Type	Cumulative List Days
NO HISTORY AVAILABLE									

Order ID: [REDACTED]

Retail Market: 82.80 %

Distressed Market: 17.20 %

Quick Sale Price: \$0

As Is Sale Price: \$205,593



SOLD COMPS

#	Street Address	City	Zip	Bed	Bath	Sq.Ft.	Units	Garage	Lot Size	Yr Built	Dist	List Date	List Price	COE Date	Sold Price	ACT DOM	TOT DOM	SP/Sqft	% Valuation	Included
#1	114 Leaming Avenue	North Cape May	08204	2	1.00	640	1	1.00	65X100	1964	0.20	11/2/2019	\$219,900	12/31/2019	\$210,000	19	59	\$328	36.77 %	x
#2	717 Eldredge Avenue	North Cape May	08204	2	1.00	910	1	0.00	62X125	1961	0.44	4/24/2019	\$229,900	10/11/2019	\$220,000	126	170	\$242	32.07 %	x
#3	107 Beachhurst Drive	North Cape May	08204	2	1.00	943	1	1.00	75X160		0.39	8/25/2019	\$175,000	10/18/2019	\$170,000	9	54	\$180	31.16 %	x
#4	200 Holmes Avenue	North Cape May	08204	3	1.00	960	1	0.00	61X100	1953	0.34	11/7/2019	\$169,900	3/2/2020	\$150,000	40	116	\$156	0 %	
#5 (REO)	905 Holmes Avenue	Cape May	08204	2	1.00	620	1	0.00	99.00 x 70.00	1955	0.13	11/12/2019	\$136,000	11/27/2019	\$136,000	6	15	\$219	0 %	
#6	3 Fieldview Drive	North Cape May	08204	3	1.00	960	1	0.00	75 x 120	1970	0.50	9/10/2019	\$204,900	1/16/2020	\$198,900	80	128	\$207	0 %	
#7	403 Miller Avenue	North Cape May	08204	2	1.00	620	1	1.50	71 X 103	1940	0.12	6/1/2019	\$269,000	9/27/2019	\$245,000	69	118	\$395	0 %	
#8	802 Washington Boulevard	North Cape May	08204	2	1.00	560	1	1.00	.28 acre	1951	0.18	8/22/2019	\$199,000	9/30/2019	\$206,500	8	39	\$369	0 %	
#9	207 Glencreek Rd	Townbank	08204	2	1.00	736	1	0.00	50X130	1965	0.59	8/3/2019	\$209,900	12/13/2019	\$196,500	103	132	\$267	0 %	
#10	409 Town Bank Road	North Cape May	08204	3	2.00	1130	1	0.50	80X145	1962	0.29	9/8/2019	\$287,000	11/8/2019	\$270,700	40	61	\$240	0 %	
#11	306 Scott Avenue	North Cape May	08204	3	1.50	1197	1	2.00	62 x 120		0.25	7/13/2019	\$229,900	11/26/2019	\$207,500	123	136	\$173	0 %	
#12	1203 Emerson Avenue	North Cape May	08204	2	1.50	1245	1	0.00	65 x 122	1962	0.39	1/25/2020	\$200,000	2/18/2020	\$210,500	1	24	\$169	0 %	
#13	504 Scott Avenue	North Cape May	08204	2	2.00	1296	1	0.00	75 x 125	1955	0.15	9/1/2019	\$269,000	10/30/2019	\$264,000	11	59	\$204	0 %	
#14	101 Bayridge Road	North Cape May	08204	3	1.00	1167	1	0.00	80X125	1963	0.50	9/11/2019	\$235,000	2/14/2020	\$220,000	50	156	\$189	0 %	
#15	710 Whildam Avenue	North Cape May	08204	3	2.00	1282	1	3.00	62 x 125		0.43	6/15/2019	\$219,900	10/4/2019	\$205,000	81	111	\$160	0 %	
#16	14 Beverly Road	North Cape May	08204	3	1.00	1040	1	0.00	60X100	1950	0.68	8/5/2019	\$369,900	11/15/2019	\$340,000	64	102	\$327	0 %	
#17	700 Gordon Terrace	North Cape May	08204	3	2.00	1500	1	0.00	65 x 108		0.15	10/31/2019	\$359,000	1/21/2020	\$352,500	33	82	\$235	0 %	
#18	710 Pilgrim Plaza	North Cape May	08204	3	2.50	1427	1	0.00	68 x 149		0.37	12/13/2019	\$399,999	1/3/2020	\$390,000	15	49	\$273	0 %	
#19	107 Heide Avenue	North Cape May	08204	3	1.00	1036	1	1.00	60X110	1981	0.84	8/27/2019	\$199,900	10/1/2019	\$197,000	15	35	\$190	0 %	
#20	115 Keyport	North Cape May	08204	2	2.00	1528	1	1.50	84X142	1957	0.42	11/12/2019	\$245,000	12/30/2019	\$240,000	11	48	\$157	0 %	



Sold #1 (0.20 miles)

Bed: 2
Bath: 1.0

114 Leaming Avenue



A.G.SQFT:
Total SQFT:
AVE SQFT: 640
Year Built: 1964
Basement:
Pool: N/A
Waterfront:
Sale Price: \$210,000
Concessions:
COE Date: 12/31/2019
List Date: 11/2/2019
ACT DOM: 19
TOT DOM: 59
List Price: \$219,900
Listing #: 190356

Subdivision:

School District:

MLS Comments:

Now is your chance to own an adorable home only 8 short blocks to the Delaware Bay! Featuring a darling living room, 2 bedrooms with closets, 1 full bath, an eat in kitchen and separate laundry room, 1 car garage, and back patio area. Perfect for an investment property or personal use; you'll love enjoying the fenced-in and easy to maintain yard. Perfect for gardening, bbq's and more. Hop on your bike for an easy to commute to harpoon's on the bay or Cape May-Lewes ferry terminal. An easy drive to acme food stores and north Cape May shopping area; only 10 minutes from Cape May city. Don't hesitate, schedule your showing today!



Sold #2 (0.44 miles)

Bed: 2
Bath: 1.0

717 Eldredge Avenue



A.G.SQFT:
Total SQFT:
AVE SQFT: 910
Year Built: 1961
Basement:
Pool: N/A
Waterfront:
Sale Price: \$220,000
Concessions:
COE Date: 10/11/2019
List Date: 4/24/2019
ACT DOM: 126
TOT DOM: 170
List Price: \$229,900
Listing #: 187375

Subdivision:

School District:

MLS Comments:

This well-kept north Cape May cottage gives you more space to spread out with a family room off the kitchen. The kitchen was remodeled and offers a double sink, additional counter space and a pantry. All the windows have been replaced. This home has central air, natural gas heating and a fenced-in backyard with a screened-in gazebo. Just minutes to the Delaware Bay and the Cape May beaches.



Sold #3 (0.39 miles)

Bed: 2
Bath: 1.0

107 Beachhurst Drive



A.G.SQFT:
Total SQFT:
AVE SQFT: 943
Year Built:
Basement:
Pool: N/A
Waterfront:
Sale Price: \$170,000
Concessions:
COE Date: 10/18/2019
List Date: 8/25/2019
ACT DOM: 9
TOT DOM: 54
List Price: \$175,000
Listing #: 189225

Subdivision:

School District:

MLS Comments:

Adorable ranch home with two bedrooms and a full bath. Large kitchen with entrance from the garage and laundry room located in the back of house with door to the rear yard. Original hard wood floors in bedrooms and living room. Enclosed front porch. Big yard for family and pets. Property is being sold in "as is" condition. Great summer bungalow or starter home. Owner occupied needing a 1/2 lead time to show. Call agent.



Date: 03/11/2020

Subject: 001 WINSLOW AVE LOWER TOWNSHIP, NJ 08204

Bed: 3 Bath: 1.00 SQFT: 822 Built: 1965

Garage: 1/00 Lot: 0.171

Prop Type: Single Family

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Order ID: [REDACTED]

Retail Market:

82.80 %

Distressed Market:

17.20 %

Quick Sale Price:

\$0

As Is Sale Price:

\$205,593



LISTED COMPS																
#	Street Address	City	Zip	Bed	Bath	Sq.Ft.	Units	Garage	Lot Size	Yr Built	Dist	List Date	List Price	ACT DOM	LP/Sqft	Included
#1	600 Scott Ave	North Cape May	08204	4	2.00	1732	1	0.00	8499 85x97	1958	0.13	3/2/2020	\$399,900	9	\$231	
#2	402 Whildam Avenue	North Cape May	08204	2	1.00	0	1	0.00	60x125		0.21	11/26/2019	\$259,900	106		
#3	118 Kenvil Road	North Cape May	08204	2	1.00	1108	1	1.50	84x97	1965	0.27	1/27/2020	\$309,900	44	\$280	
#4	92 Teal Ave	North Cape May	08204	3	3.00	1570	1	1.00	97 X 86	1965	0.29	2/19/2020	\$309,000	21	\$197	
#5 (REO)	605 Eldredge Avenue	North Cape May	08204	2	2.00	1272	1	0.00	70 x 125	1951	0.29	2/24/2020	\$205,000	16	\$161	
#6 (REO)	407 Gorham Ave	Lower Township	08204	2	2.00	1328	1	1.00	65x100	1965	0.30	2/27/2020	\$139,900	3	\$105	
#7	400 Howland Avenue	North Cape May	08204	3	2.00	1094	1	0.00	75x100	1965	0.32	2/20/2020	\$272,600	20	\$249	
#8	502 Indian Avenue	North Cape May	08204	3	1.50	1104	1	1.00	62 x 125	1966	0.32	12/3/2019	\$329,000	99	\$298	
#9	405 Howland Ave Avenue	North Cape May	08204	3	1.50	0	1	0.50	64x7	1965	0.35	6/14/2019	\$215,000	271		
#10	123 Jennifer Lane	North Cape May	08204	3	2.00	0	1	0.00	75 x 124		0.37	5/31/2019	\$259,900	285		
#11	119 Englewood Road	North Cape May	08204	4	2.50	2240	1	0.00	80x85	2006	0.39	1/7/2020	\$357,000	64	\$159	
#12	117 Claremont Road	North Cape May	08204	2	2.00	0	1	1.00	79x127 HTR		0.40	2/12/2020	\$249,900	28		
#13	117 Englewood Road	North Cape May	08204	4	2.50	2688	1	0.00	60x87	2006	0.40	1/11/2020	\$399,900	60	\$149	
#14	709 Caspian Avenue	North Cape May	08204	3	1.00	1440	1	1.00	62x125	1959	0.43	1/30/2020	\$349,000	41	\$242	
#15	118 Cliffside Road	Townbank	08204	3	2.00	1260	1	1.00	8002	1950	0.43	2/18/2020	\$349,900	22	\$278	
#16	1003 Lincoln Boulevard	North Cape May	08204	2	1.00	810	1	1.50	76 X 95	1952	0.45	6/1/2019	\$259,900	284	\$321	
#17	1502 Franklin Avenue	North Cape May	08204	3	2.00	0	1	0.00	80 x 100		0.47	3/7/2020	\$379,900	4		
#18	36 Englewood Road	Townbank	08204	2	2.00	1260	1	0.00	80 x 100	1970	0.48	3/2/2020	\$364,900	9	\$290	
#19	132 Race Track	North Cape May	08204	4	2.50	2520	1	0.00	80x100*	1995	0.52	10/2/2019	\$414,900	161	\$165	
#20	112 Harmony Road	Townbank	08204	3	3.00	2152	1	0.00	100x100	1950	0.53	3/7/2019	\$299,900	370	\$139	



Date: 03/11/2020

Subject: 001 WINSLOW AVE LOWER TOWNSHIP, NJ 08204

Bed: 3 Bath: 1.00 SQFT: 822 Built: 1965

Garage: 1/00 Lot: 0.171

Prop Type: Single Family

Order ID: [REDACTED]

Retail Market:

82.80 %

Distressed Market:

17.20 %

Quick Sale Price:

\$0

As Is Sale Price:

\$205,593



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UNDER CONTRACT COMPS

#	Street Address	City	Zip	Bed	Bath	Sq.Ft.	Units	Garage	Lot Size	Yr Built	Dist	List Date	List Price	ACT DOM	TOT DOM	LP/Sqft	Included
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Date: 03/11/2020

Subject: 001 WINSLOW AVE LOWER TOWNSHIP, NJ 08204

Bed: 3 Bath: 1.00 SQFT: 822 Built: 1965

Garage: 1/00 Lot: 0.171

Prop Type: Single Family

Case 20-16985-JNP Doc 15 Filed 06/08/20 Entered 06/08/20 12:49:34 Desc Main Document Page 11 of 21

Order ID: [REDACTED]

Retail Market:

82.80 %

Distressed Market:

17.20 %

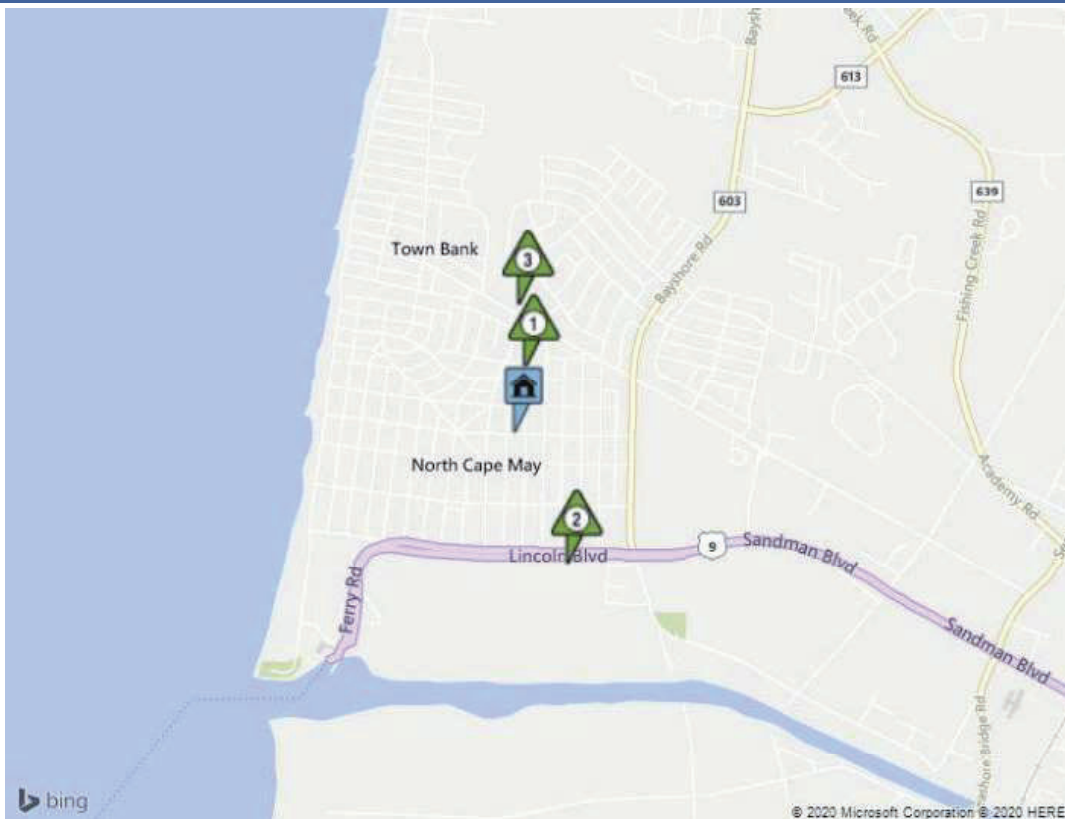
Quick Sale Price: \$0

As Is Sale Price:

\$205,593



MAP



Date: 03/11/2020

Subject: 001 WINSLOW AVE LOWER TOWNSHIP, NJ 08204

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Case 20-16985-JNP Doc 15 Filed 06/08/20 Entered 06/08/20 12:49:34 Desc Main Document Page 12 of 21

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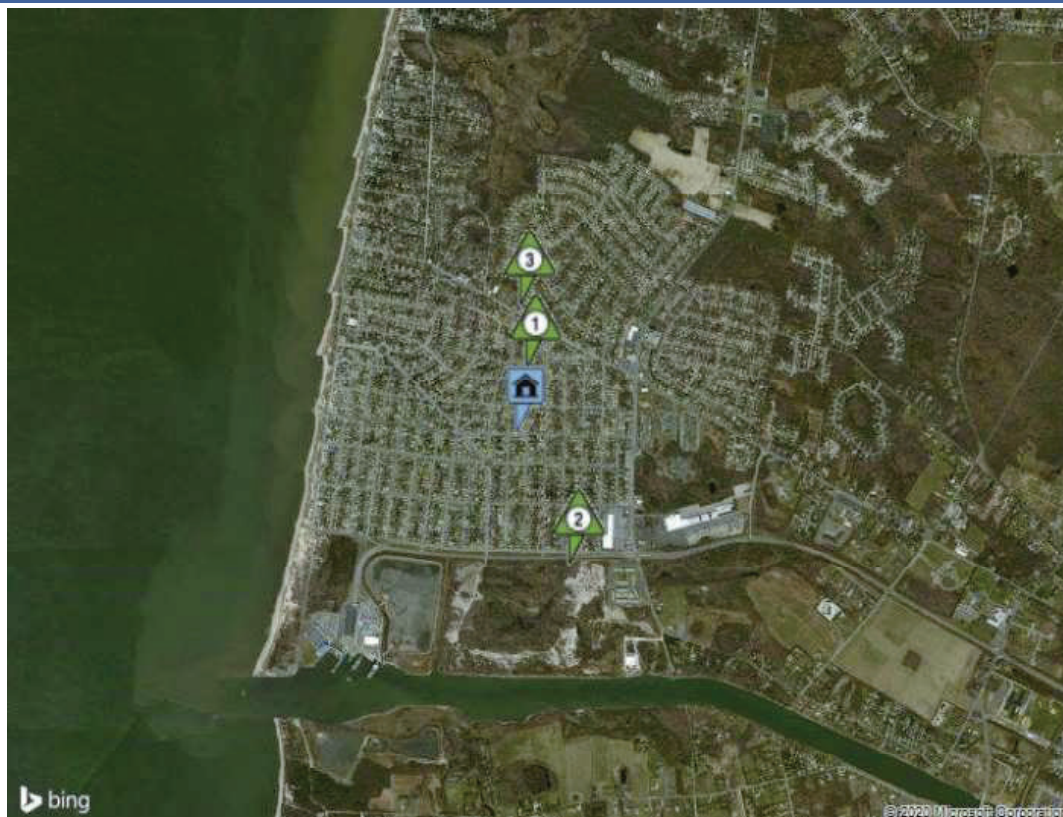
Quick Sale Price: \$0

As Is Sale Price:

\$205,593



AERIAL VIEW MAP



 Subject

 Sold

Order ID: [REDACTED]

Retail Market:

82.80 %

Distressed Market:

17.20 %

Quick Sale Price:

\$0

As Is Sale Price:

\$205,593



MARKET ANALYSIS

	0 - 90 Days	91 - 180 Days	181 - 270 Days	271 - 365 Days		
Total # of Sales (Solds)	21	24	27	21		
Absorption Rate(Sales per Month)	7.00	8.00	9.00	7.00		
Inventory (Listing and Pending)	48	48	48	48		
Months Supply	6.86	6.00	5.33	6.86		
			SOLD			
	Active	Pending	0 - 90 Days	91 - 180 Days	181 - 270 Days	271 - 365 Days
Low	\$139,900	\$210,000	\$117,700	\$136,000	\$130,000	\$123,800
High	\$635,000	\$499,999	\$789,000	\$901,000	\$1,050,000	\$635,000
Median	\$289,000	\$307,000	\$240,000	\$250,500	\$265,000	\$225,000
Average	\$307,727	\$339,289	\$297,334	\$296,133	\$309,428	\$252,228
Median DOM	40	21	55	55	51	28

Current Active Listings	33	MEDIAN SOLD PRICE AS % OF FINAL LIST PRICE			
Current Pending	15	Most Recent 0 - 90 Days	Most Recent 91 to 180 Days	Most Recent 181 to 270 Days	Most Recent 271 to 360 Days
		97.95%	93.12%	90.38%	97.12%
MEDIAN SOLD PRICE AS % OF ORIGINAL LIST PRICE					
Most Recent 0 - 90 Days	Most Recent 91 to 180 Days	Most Recent 181 to 270 Days	Most Recent 271 to 360 Days		
88.92%	93.12%	90.38%	93.40%		

FILTERED MARKET ANALYSIS

Subject SQFT: 822	Subject Year Built: 1965	Property Type: Single Family
Filter by:		
Min SQFT:	Max SQFT:	Min Year Built:
Min Bed:	Max Bed:	Zip:
		Max Year Built:
		Property Type: Single Family

	0 - 90 Days	91 - 180 Days	181 - 270 Days	271 - 365 Days		
Total # of Sales (Solds)	21	24	27	21		
Absorption Rate(Sales per Month)	7.00	8.00	9.00	7.00		
Inventory (Listing and Pending)	48	48	48	48		
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Most Recent 0 - 90 Days	Most Recent 91 to 180 Days	Most Recent 181 to 270 Days	Most Recent 271 to 360 Days		
88.92%	93.12%	90.38%	93.40%		

DEPRESSED MARKET GRID

	# of Listings	% of Listings	# of Pending	% of Pending	# of Solds	% of Solds
Retail	30	90.91%	12	80%	77	82.8%
Short Sale	0	0%	0	0%	1	1.08%
REO	3	9.09%	3	20%	15	16.13%

MEDIAN SALE PRICE

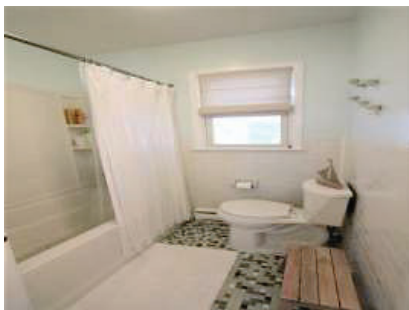
ONE MONTH				TWO MONTHS				THREE MONTHS			
Contract Date	Pending	Sales	Median Price	Contract Date	Pending	Sales	Median Price	Contract Date	Pending	Sales	Median Price
Apr-18	0	5	\$172,500	Mar - Apr-18		8	\$177,250	Feb - Apr-18		8	\$177,250
May-18	0	9	\$262,000	Apr - May-18		14	\$259,000	Mar - May-18		17	\$240,000
Jun-18	0	8	\$165,500	May - Jun-18		17	\$205,000	Apr - Jun-18		22	\$200,000
Jul-18	0	10	\$244,500	Jun - Jul-18		18	\$227,250	May - Jul-18		27	\$230,000
Aug-18	0	7	\$300,000	Jul - Aug-18		17	\$245,000	Jun - Aug-18		25	\$230,000
Sep-18	0	4	\$166,000	Aug - Sep-18		11	\$220,500	Jul - Sep-18		21	\$241,100
Oct-18	0	6	\$237,500	Sep - Oct-18		10	\$207,500	Aug - Oct-18		17	\$220,500
Nov-18	0	5	\$215,000	Oct - Nov-18		11	\$215,000	Sep - Nov-18		15	\$215,000
Dec-18	0	7	\$220,000	Nov - Dec-18		12	\$217,500	Oct - Dec-18		18	\$217,500
Jan-19	0	5	\$265,000	Dec - Jan-19		12	\$242,500	Nov - Jan-19		17	\$220,000
Feb-19	0	4	\$167,500	Jan - Feb-19		9	\$199,900	Dec - Feb-19		16	\$209,950
Mar-19	0	7	\$225,000	Feb - Mar-19		11	\$195,000	Jan - Mar-19		16	\$212,450
Apr-19	0	5	\$225,000	Mar - Apr-19		12	\$225,000	Feb - Apr-19		16	\$213,000
May-19	0	7	\$251,000	Apr - May-19		12	\$246,000	Mar - May-19		19	\$235,000
Jun-19	0	8	\$251,750	May - Jun-19		15	\$251,000	Apr - Jun-19		20	\$246,000
Jul-19	0	9	\$267,500	Jun - Jul-19		17	\$267,500	May - Jul-19		24	\$259,250
Aug-19	0	9	\$253,000	Jul - Aug-19		18	\$259,000	Jun - Aug-19		26	\$259,000
Sep-19	0	9	\$245,000	Aug - Sep-19		18	\$249,000	Jul - Sep-19		27	\$253,000
Oct-19	0	9	\$220,000	Sep - Oct-19		18	\$235,000	Aug - Oct-19		27	\$245,000
Nov-19	0	8	\$275,350	Oct - Nov-19		17	\$246,000	Sep - Nov-19		26	\$245,500
Dec-19	0	6	\$267,500	Nov - Dec-19		14	\$275,350	Oct - Dec-19		23	\$246,000
Jan-20	0	9	\$307,500	Dec - Jan-20		15	\$295,000	Nov - Jan-20		23	\$280,000
Feb-20	0	6	\$281,500	Jan - Feb-20		15	\$307,500	Dec - Feb-20		21	\$295,000
Mar-20	15	1	\$150,000	Feb - Mar-20		7	\$235,000	Jan - Mar-20		16	\$271,250

THIS IS A BROKER PRICE OPINION OR COMPARATIVE MARKET ANALYSIS AND SHOULD NOT BE CONSIDERED AN APPRAISAL.

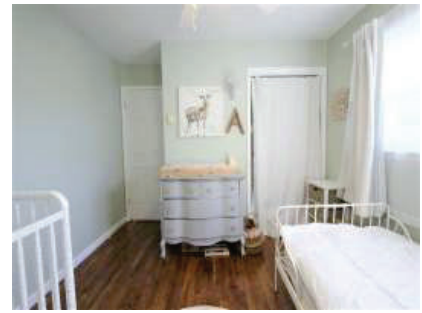
In making any decision that relies upon my work, you should know that I have not followed the guidelines for development of an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation.



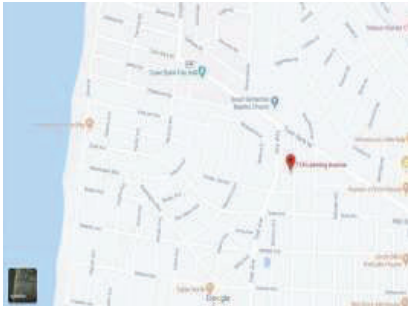
114 Leaming Avenue North Cape May, NJ 8204 Listing #: 190356	Bed: 2 Bath: 1.00 SqFt: 640 Yr Built: 1964	List Date: 11/2/2019 List Price: \$219,900 Sold Price: \$210,000 COE Date: 12/31/2019	MLS Comments Now is your chance to own an adorable home only 8 short blocks to the delaware bay! Featuring a darling living room, 2 bedrooms with closets, 1 full baths, an eat in kitchen and separate laundry room, 1 car garage, and back patio area. Perfect for an investment property or personal use; you'll love enjoying the fenced-in and easy to maintain yard. Perfect for gardening, bbq's and more. Hop on your bike for an easy to commute to harpoon's on the bay or cape may-lewes ferry terminal. An easy drive to acme food stores and north cape may shopping area; only 10 minutes from cape may city. Don't hesitate, schedule your showing today!
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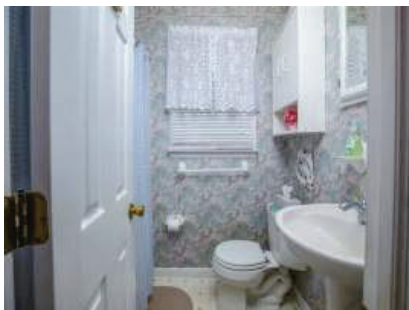
Notice: Based on information from the Cape May County Multiple Listing Service, Inc.. Disclaimer: This valuation estimate is not intended to be an appraisal of the market value of the Subject Property. If an appraisal is desired, the services of a licensed or certified appraiser should be obtained.



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<p>717 Eldredge Avenue North Cape May, NJ 8204 Listing #: 187375</p>	<p>Bed: 2 Bath: 1.00 SqFt: 910 Yr Built: 1961</p>	<p>List Date: 4/24/2019 List Price: \$229,900 Sold Price: \$220,000 COE Date: 10/11/2019</p>	<p>MLS Comments This well-kept north cape may cottage gives you more space to spread out with a family room off the kitchen. The kitchen was remodeled and offers a double sink, additional counter space and a pantry. All the windows have been replaced. This home has central air, natural gas heating and a fenced-in backyard with a screened-in gazebo. Just minutes to the delaware bay and the cape may beaches.</p>
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107 Beachhurst Drive North Cape May, NJ 8204 Listing #: 189225	Bed: 2 Bath: 1.00 SqFt: 943 Yr Built:	List Date: 8/25/2019 List Price: \$175,000 Sold Price: \$170,000 COE Date: 10/18/2019	MLS Comments Adorable ranch home with two bedrooms and a full bath. Large kitchen with entrance from the garage and laundry room located in the back of house with door to the rear yard. Original hard wood floors in bedrooms and living room. Enclosed front porch. Big yard for family and pets. Property is being sold in "as is" condition. Great summer bungalow or starter home. Owner occupied needing a 1/2 lead time to show. Call agent.
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UNITED STATES BANKRUPTCY COURT
DISTRICT OF NEW JERSEY

Caption in Compliance with D.N.J. LBR 9004-1(b)

Jonathan Schwalb, Esq.
Friedman Vartolo LLP
85 Broad Street, Suite 501
New York, New York 10004
P: (212) 471-5100
Attorneys for SN Servicing Corporation as
Servicer for BCMB1 Trust

In Re:

Barbara A. Zacco-Varvaro

Case No.: 20-16985

Chapter: 13

Adv. No.: _____

Hearing Date: August 19, 2020 at 10:00 AM

Judge: Jerrold N. Poslusny Jr.

CERTIFICATION OF SERVICE

1. I, Theodore Weber :

☐ represent _____ in this matter.

☒ am the secretary/paralegal for Jonathan Schwalb, Esq., who represents
SN Servicing Corporation in this matter.

☐ am the _____ in this case and am representing myself.

2. On June 8, 2020, I sent a copy of the following pleadings and/or documents
to the parties listed in the chart below.

- Notice of Objection to Confirmation of Plan

3. I certify under penalty of perjury that the above documents were sent using the mode of service
indicated.

Date: June 8, 2020

/s/ Theodore Weber
Signature

Name and Address of Party Served	Relationship of Party to the Case	Mode of Service
Barbara A. Zacco-Varvaro 401 Winslow Avenue North Cape May, NJ 08204	Debtor(s)	<input type="checkbox"/> Hand-delivered <input checked="" type="checkbox"/> Regular mail <input type="checkbox"/> Certified mail/RR <input type="checkbox"/> Other _____ (As authorized by the Court or by rule. Cite the rule if applicable.)
Brian S. Thomas Brian S. Thomas, Esq 327 Central Ave Suite 103 Linwood, NJ 08221	Debtor(s) Attorney	<input type="checkbox"/> Hand-delivered <input checked="" type="checkbox"/> Regular mail <input type="checkbox"/> Certified mail/RR <input checked="" type="checkbox"/> Other <u>NEF</u> (As authorized by the Court or by rule. Cite the rule if applicable.)
Isabel C. Balboa Chapter 13 Standing Trustee Cherry Tree Corporate Center 535 Route 38 - Suite 580 Cherry Hill, NJ 08002	Trustee	<input type="checkbox"/> Hand-delivered <input checked="" type="checkbox"/> Regular mail <input type="checkbox"/> Certified mail/RR <input checked="" type="checkbox"/> Other <u>NEF</u> (As authorized by the Court or by rule. Cite the rule if applicable.)
U.S. Trustee US Dept of Justice Office of the US Trustee One Newark Center Ste 2100 Newark, NJ 07102	U.S. Trustee	<input type="checkbox"/> Hand-delivered <input checked="" type="checkbox"/> Regular mail <input type="checkbox"/> Certified mail/RR <input checked="" type="checkbox"/> Other <u>NEF</u> (As authorized by the Court or by rule. Cite the rule if applicable.)
		<input type="checkbox"/> Hand-delivered <input type="checkbox"/> Regular mail <input type="checkbox"/> Certified mail/RR <input type="checkbox"/> Other _____ (As authorized by the Court or by rule. Cite the rule if applicable.)